

FY 17

# Revenue Overview



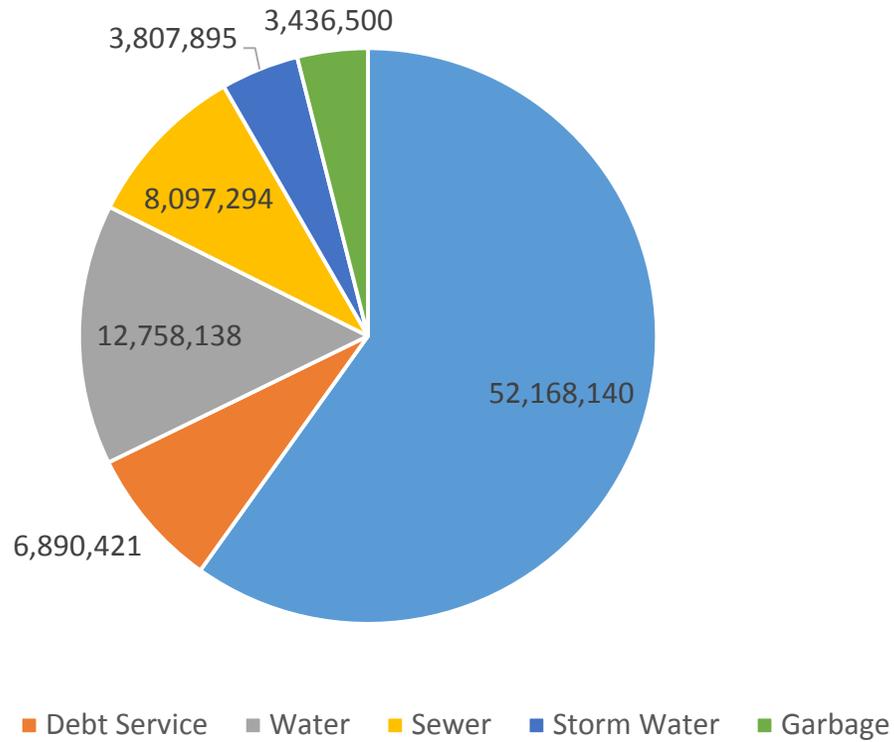
# Economic Expectations

- Utah County 2015 employment growth 7.5% (BLS)
- Wages up 2.5% 2016 (Kip)
- Household spending expected to increase 5% (Kip)
- Sales Tax growth 3.8% (Tax Comm)
- Inflation at 1.7%
- China stumbling
- Europe stagnant
- US?

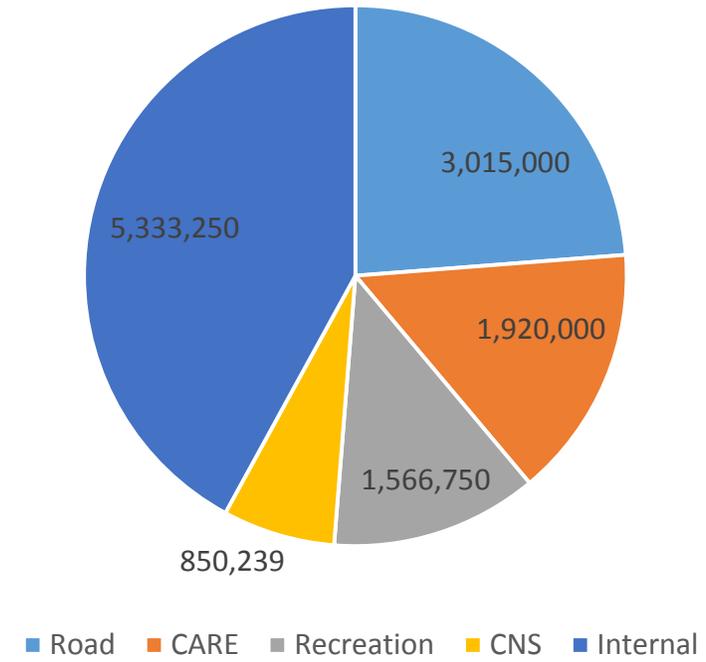
Red sky delight or warning?



## Revenue from Major Funds



## Revenue from Minor Funds



# Major General Fund Revenues

• Property Tax *	\$6,110,900	• Additional	\$185,900
• Sales Tax	\$20,000,000	• Additional	\$500,000
• Franchise Tax	\$8,050,000	• Flat	
• Admin. Fee	\$2,553,834	• Additional	\$64,492
• Ambulance Fees	\$1,580,000	• Additional	\$140,000
• Justice Court Fines	\$1,000,000	• Down	\$300,000

• \*All sources of property tax

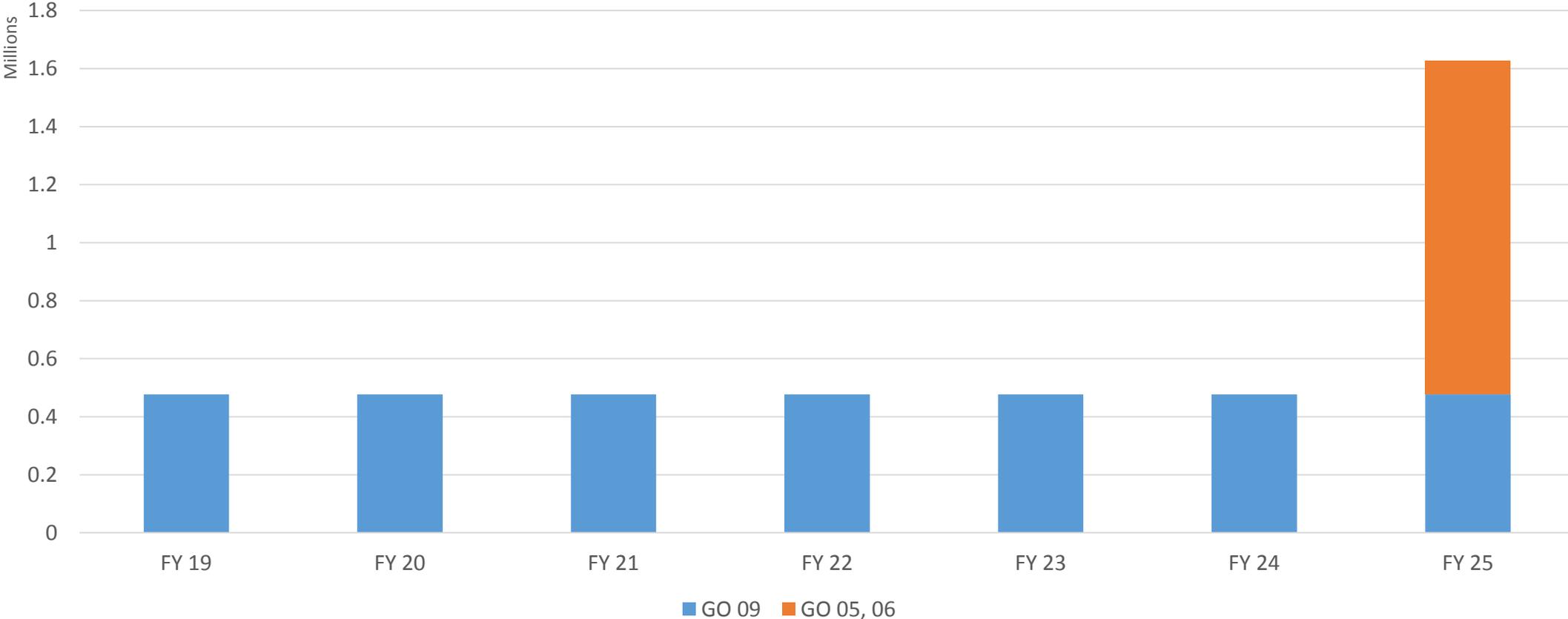




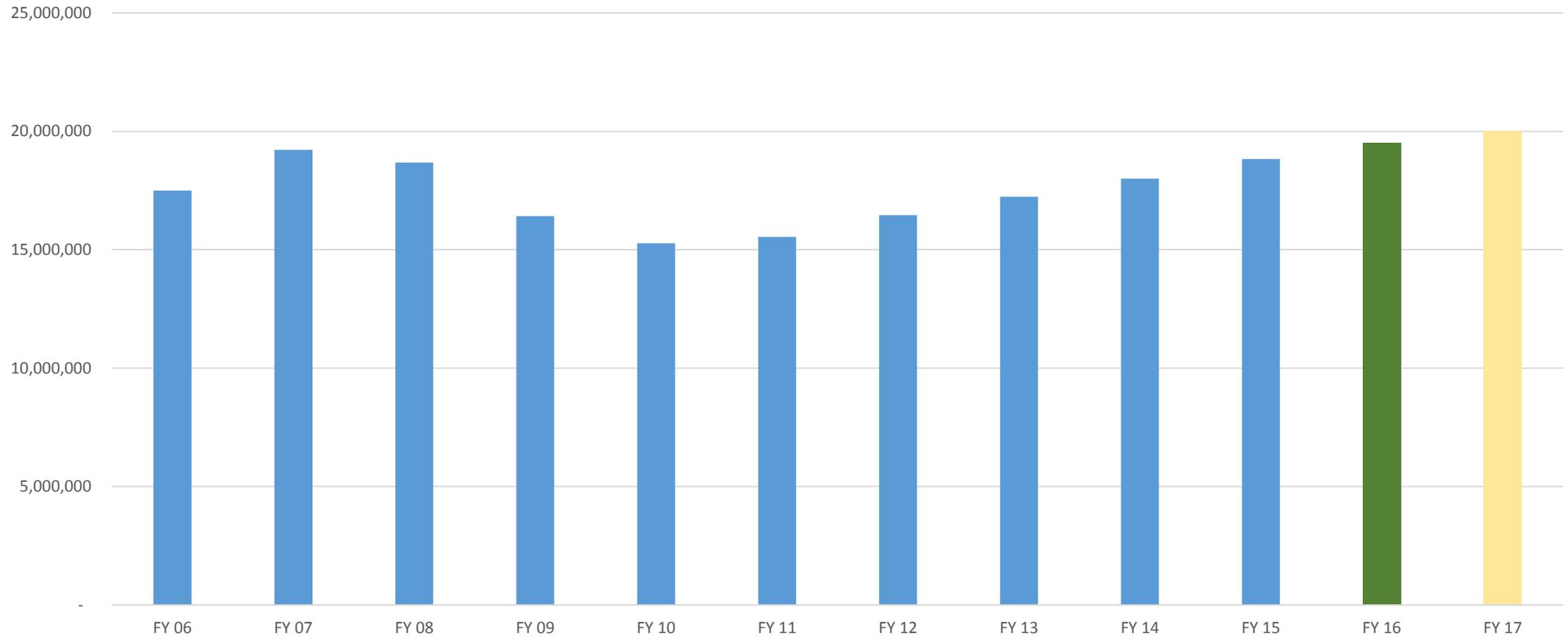
	FY 16	FY 17	Difference
Taxes	33,348,768	34,443,868	1,095,100
Building, cemetery fees	2,678,201	2,819,650	150,150
Grants	780,483	325,500	
Public Safety Fees, fines	6,364,221	5,967,600	(238,874)
Recreation Revenues	371,675	387,350	45,450
Library revenues	343,000	329,300	(8,700)
Miscellaneous Revenues	959,660	1,090,681	169,649
Transfers & Contributions	6,817,642	6,859,191	41,548
<b>Totals</b>	<b>51,663,650</b>	<b>52,223,140</b>	<b>1,254,323</b>



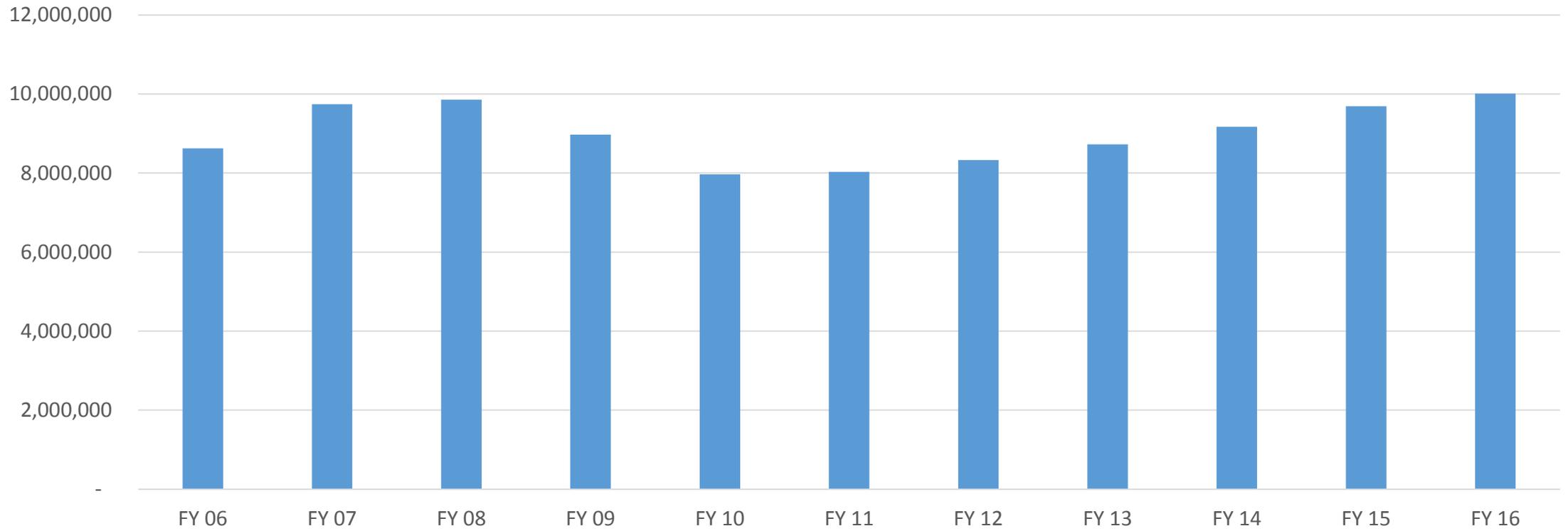
# GO Bond Amounts Available to Convert to Regular Property Tax



# Sales Tax



## Sales Tax Received 1st Half of Year



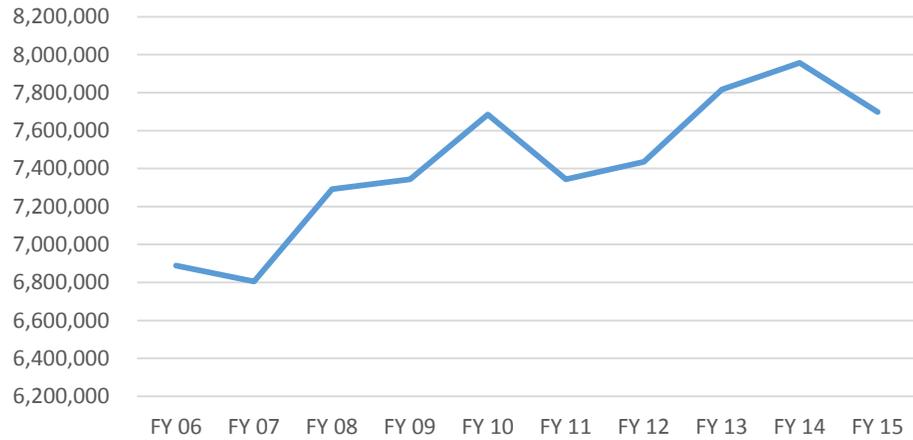
Categories	FY 11	FY 12	FY 13	FY 14	FY 15
Auto Sales	10.5%	11.5%	12.3%	12.7%	13.0%
Building	8.6%	8.7%	9.5%	10.9%	11.8%
Clothing	8.6%	8.0%	7.0%	6.7%	6.4%
Eating & Drinking	6.7%	6.5%	6.9%	7.1%	7.2%
General	27.9%	27.5%	27.6%	25.8%	26.2%
Home Furnishings	7.8%	7.8%	8.5%	8.3%	8.7%
% of Total	70.1%	70.0%	71.8%	71.5%	73.3%



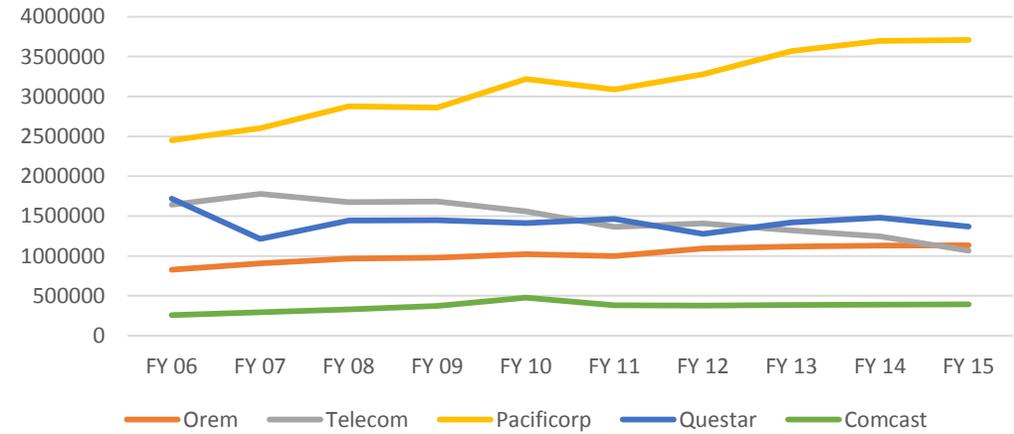
	Business	FY 02	FY 07	FY 10	FY 12	FY 15
1		Walmart	Costco	Costco	Costco	Costco
2		Costco	Walmart	Walmart	Walmart	Walmart
3		RC Willey	RC Willey	Target	Target	Target
4		Target	Target	RC Willey	US Synthetic	Brent Brown
5		Macey's	Mtnland Supply	Rocky Mtn Power	Rocky Mtn Power	RC Willey
6		Lowes	Rocky Mtn Power	Brent Brown	Garff Warner Nissan	Rocky Mtn
7		Mountain Land Supply	BMC	Best Buy	Brent Brown	Winco
8		Meir & Frank	Geneva Rock	Garff Warner Nissan	RC Willey	Garff UC
9		Misc MV Tax	Lowes	Macey's	Winco	Doterra
10		Stock Bldg	Stock Bldg	Lowes	Best Buy	Ken Garff Honda



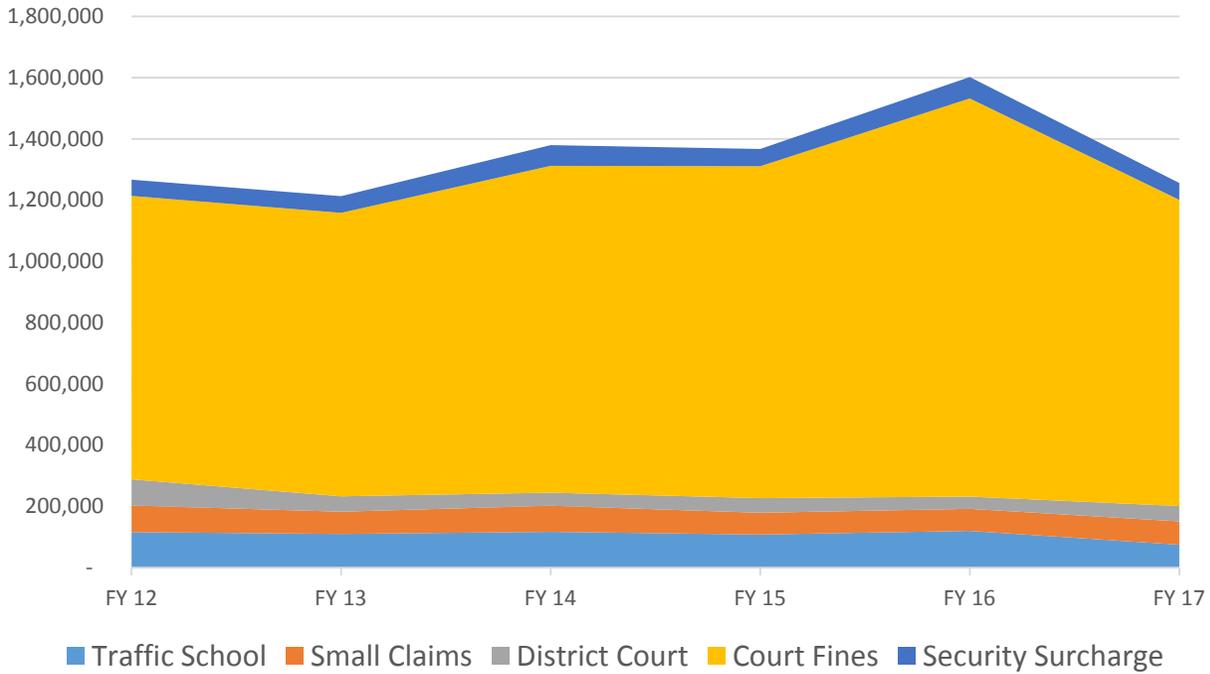
## Annual Total Franchise Tax



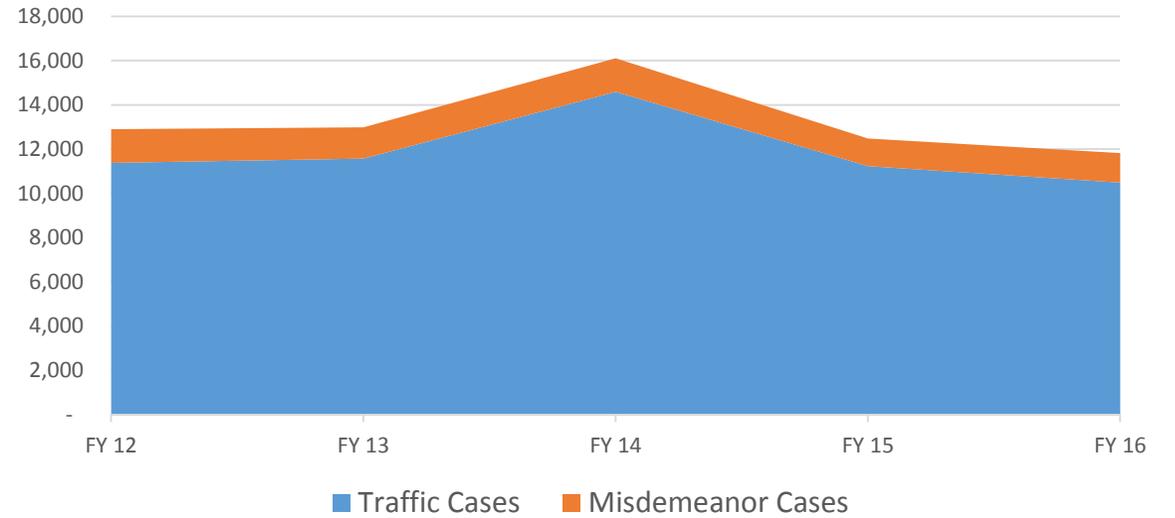
## Franchise Tax Sources



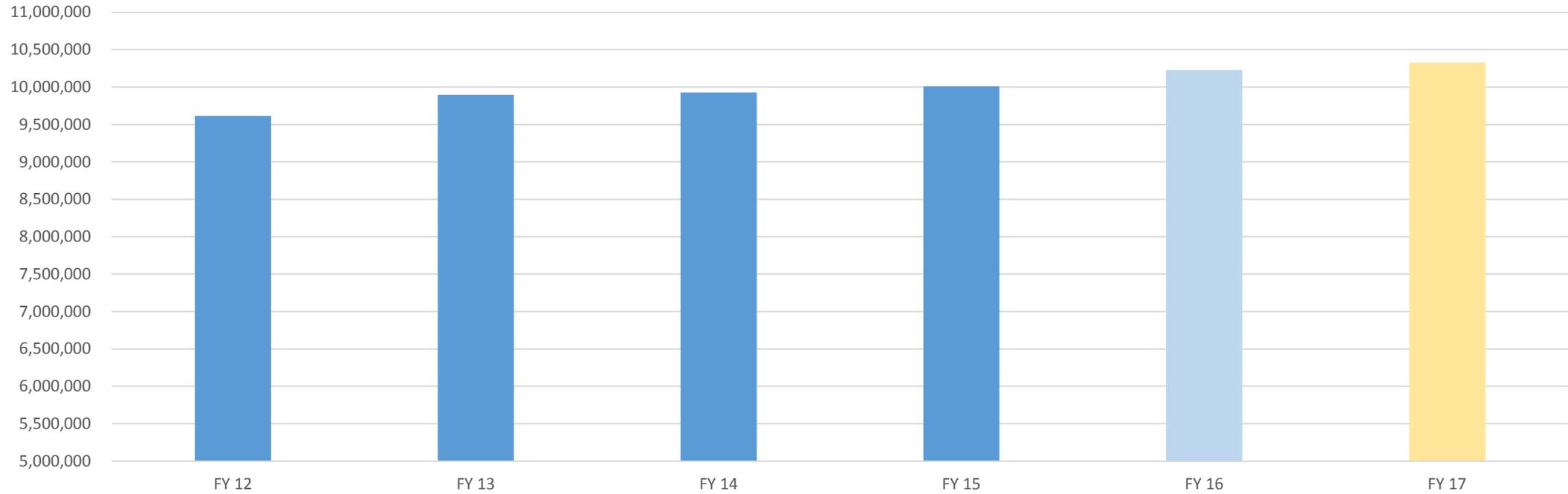
## Justice Court



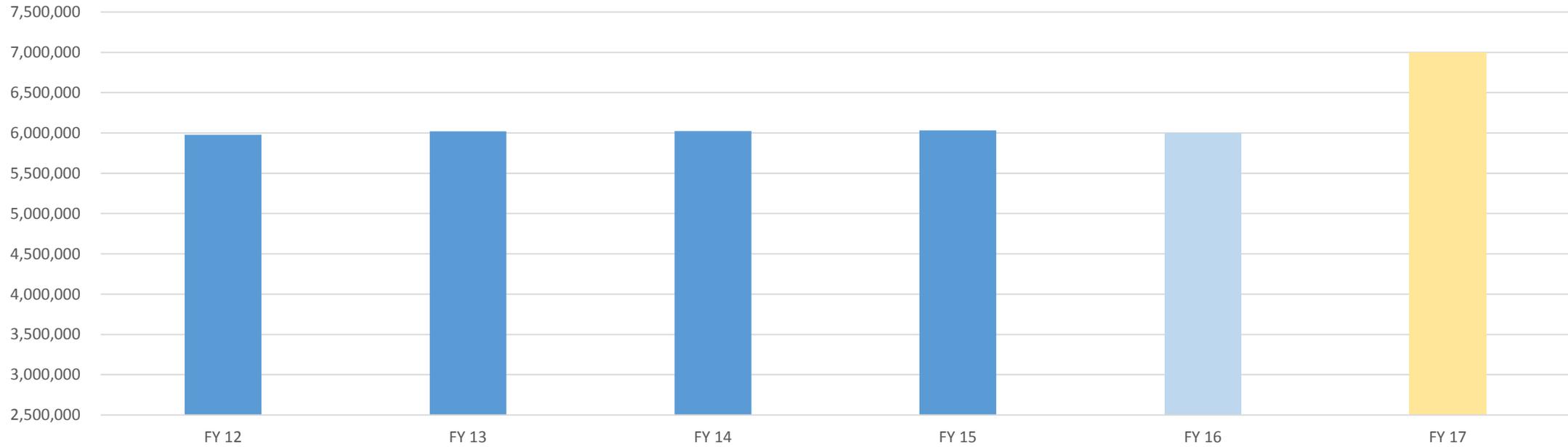
## Court Cases



## Annual Water Sales



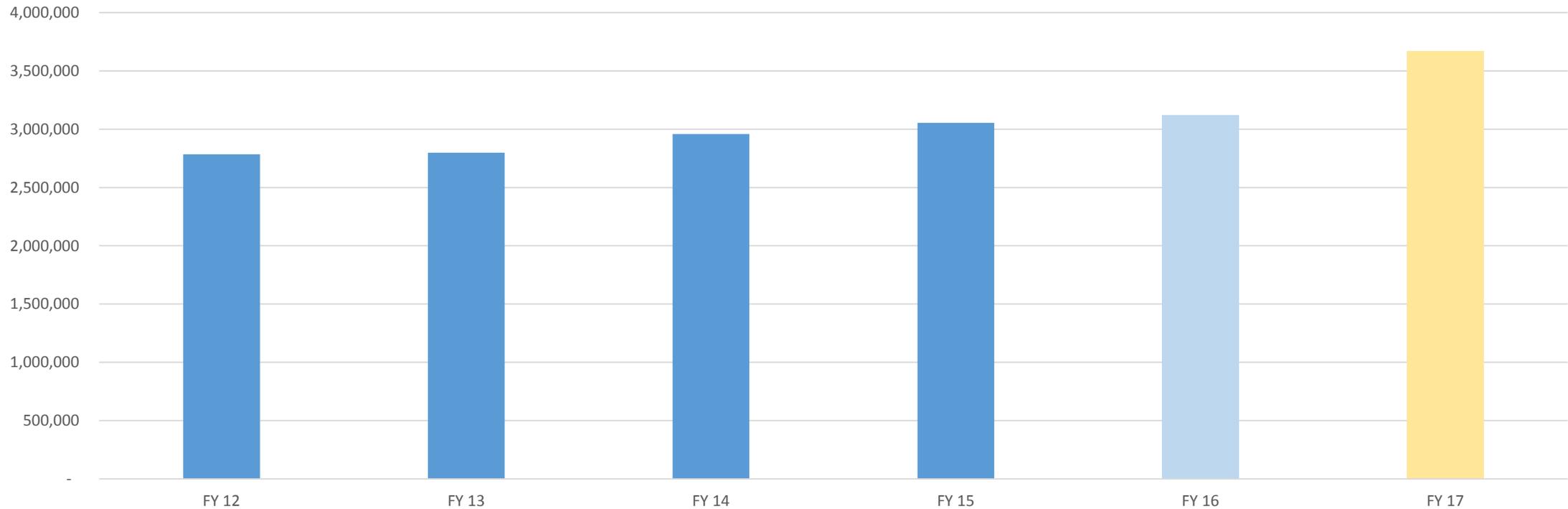
## Sewer Fee



Reflects Base fee/door



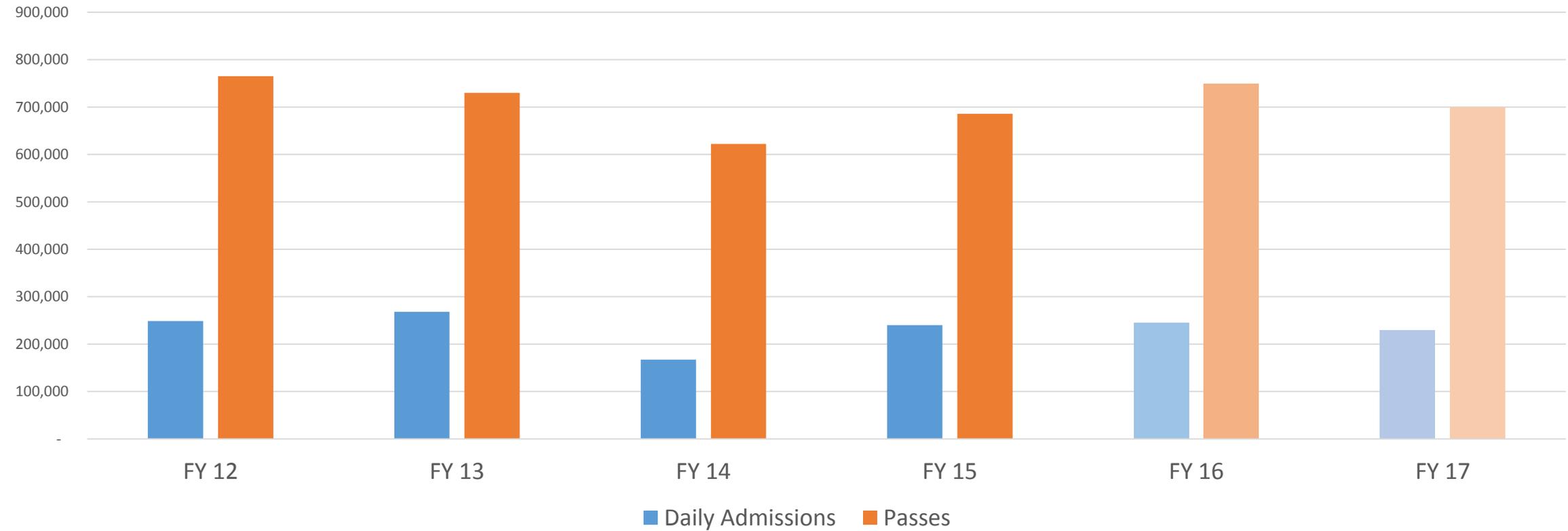
## Storm Water Utility



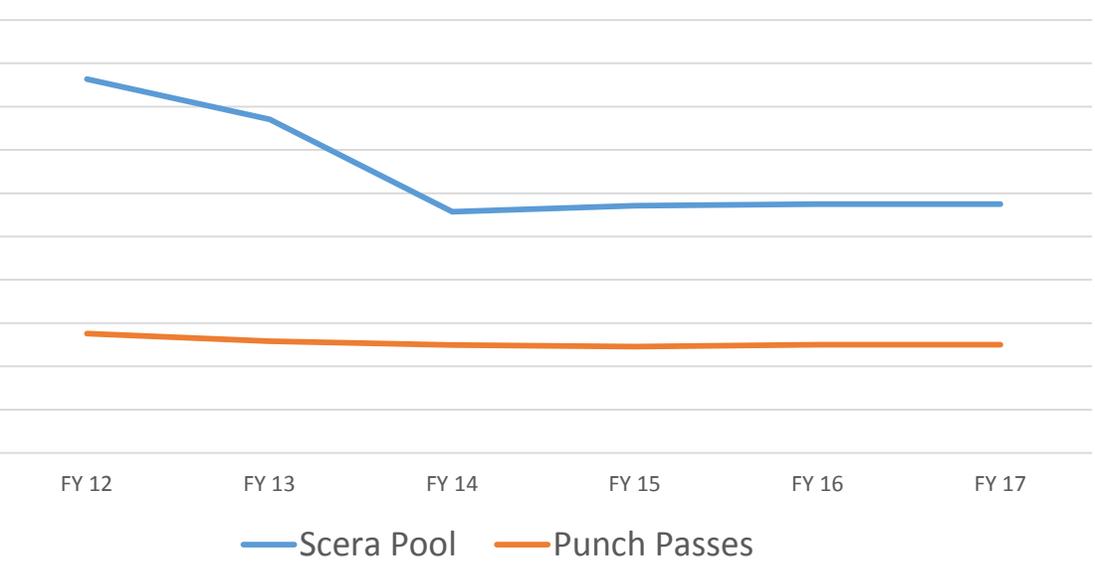
Reflects \$1.00/ESU Increase.  
Currently billing 47,659 Net ESU



## Fitness Center



# Scera Pool



	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17
Scera Pool	172,766	154,125	111,437	114,268	115,000	115,000
Punch Passes	55,180	51,585	49,865	49,066	50,000	50,000





FY 17

# Compensation Review



# Compensation

- Council Objective—Enhance employee development
- Budget Guideline—Market driven plan that will attract and retain good quality employees
- The plan bases the beginning rate at the 60<sup>th</sup> percentile
- Increase pay based on merit, not longevity



# Compensation Portion of the Budget

- Budget excluding non-operating areas approx. \$68,690,350
- Total Compensation \$40,436,340 (59.0%)
- Full-time compensation \$35,541,081 (51.74%)
- Each 1% increase to payroll is \$301,500 (GF \$238,500)
- General Fund is 61.5% Compensation (\$32,144,723)



# Salary Changes

- 3% merit built into the plan \$658,951
- Cities projected merit increase is 3%
- COLA's are not usually being considered
- URS rates flat
- Salary to benefits split 65-35

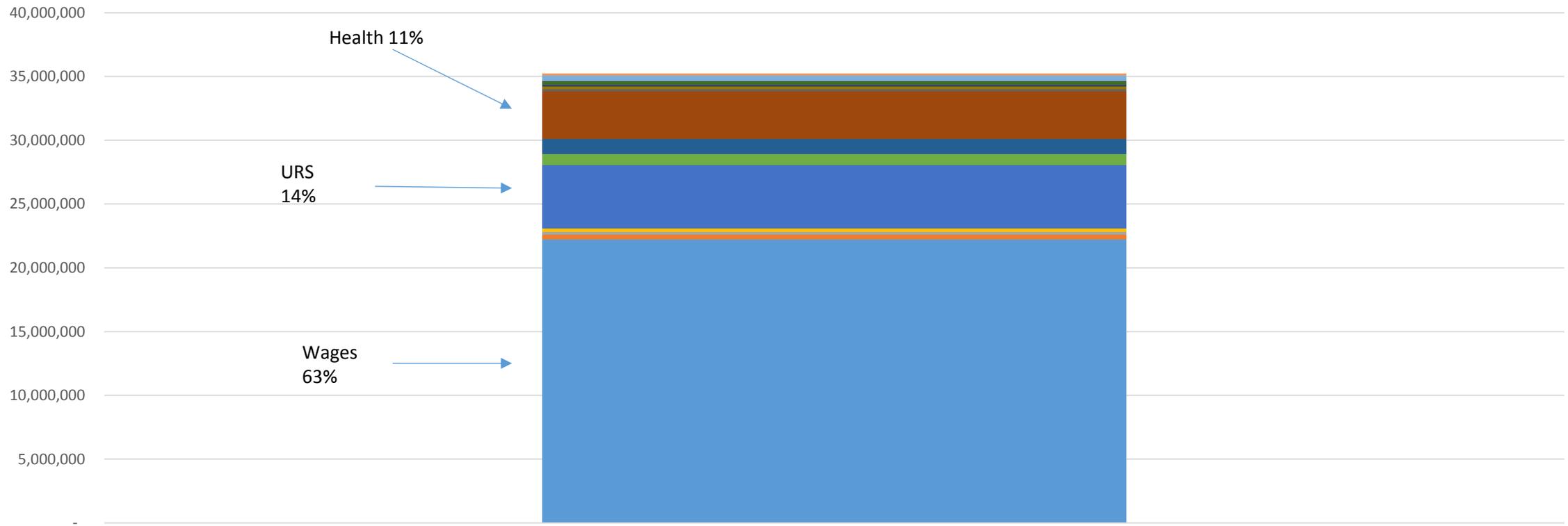




City	Merit	COLA
Murray	4.00%	1.00%
Bountiful	5.00%	
So Jordan	2.00%	
PG	1.00%	1.00%
Cedar Hills	3.00%	
Summit County	1.90%	1.10%
Sandy	3.00%	1.50%
Provo	2.50%	
Utah Cnty	2.00%	
Draper		3.00%
Layton	5.00%	
Lehi		3.00%
Murray	4.00%	1.00%
St. George	3.00%	
So. SLC	2.50%	
Spanish Fork		2.00%
Syracuse	2.30%	
West Valley	2.50%	
<b>Average</b>	<b>2.91%</b>	<b>1.70%</b>



# Total Full-time Compensation \$35,541,081



■ Base Wage ■ Performance ■ Add ■ HoInlieu ■ URS ■ 457 ■ 401 ■ Health ■ RHS ■ LTD ■ Life ■ Medicare ■ WC ■ STD



# Market Data Pool

<b>AMERICAN FORK</b>
<b>BOUNTIFUL</b>
<b>DRAPER</b>
<b>LAYTON</b>
<b>LEHI</b>
<b>LOGAN</b>
<b>MURRAY</b>
<b>OGDEN</b>
<b>PARK CITY</b>
<b>PAYSON</b>
<b>PLEASANT GROVE</b>
<b>PROVO</b>
<b>SANDY</b>
<b>SOUTH JORDAN</b>
<b>SPANISH FORK</b>
<b>SPRINGVILLE</b>
<b>ST. GEORGE</b>
<b>TIMPANOGOS SPEC SERVICES DIST</b>
<b>UNIFIED FIRE AUTHORITY</b>
<b>UNIFIED POLICE DEPARTMENT</b>
<b>WEST JORDAN</b>
<b>WEST VALLEY</b>

Data included for  
one or more  
benchmark matches



# Recommended Salary Range Changes

Average increase in grade 1.73%



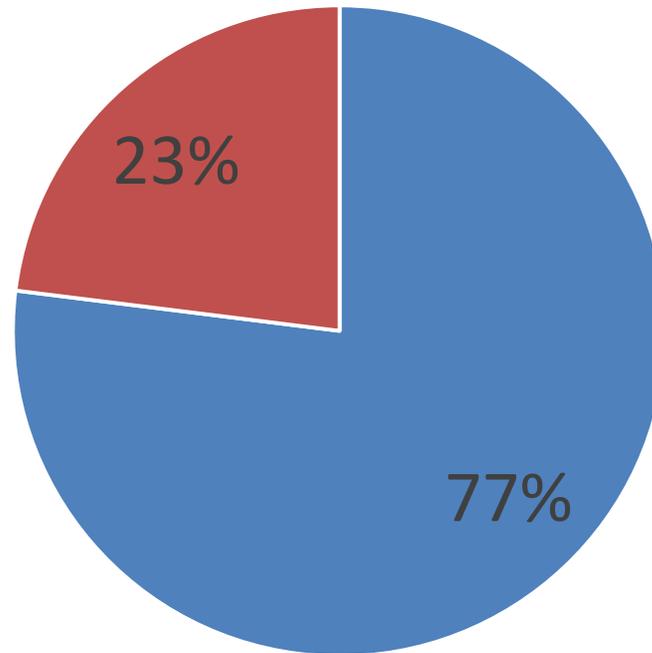
# FY 17 Retirement Rates Total URS 14% Comp

Plan	Public Employees	Police	Fire	Post Retired
Contributory	20.46%	39.45%		
Non Contributory	18.47%	38.94%	23.37%	11.86%
Tier 2 Hybrid	16.69%	28%	12.08%	
Tier 2 DC Plan	16.69%	28%	12.08%	

\$4,948,113



Tier 1 or 2



■ Tier 1 ■ Tier 2

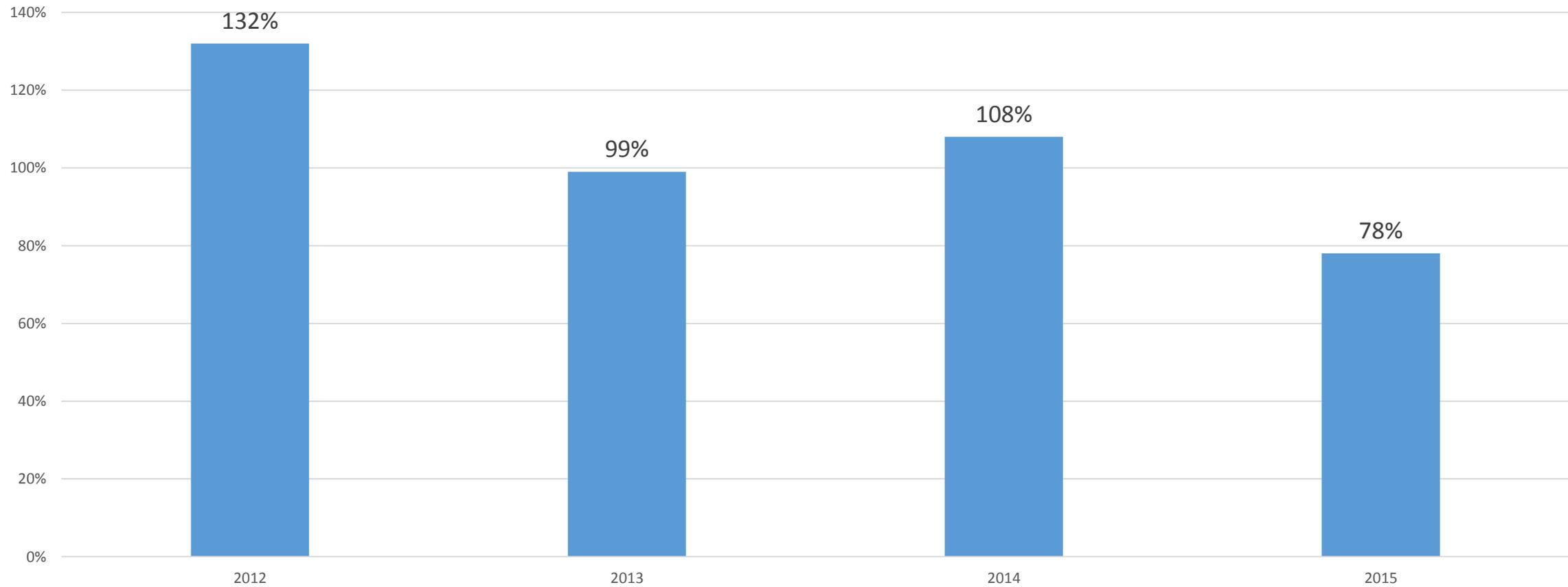


# Health Plan 2016 11% of comp.

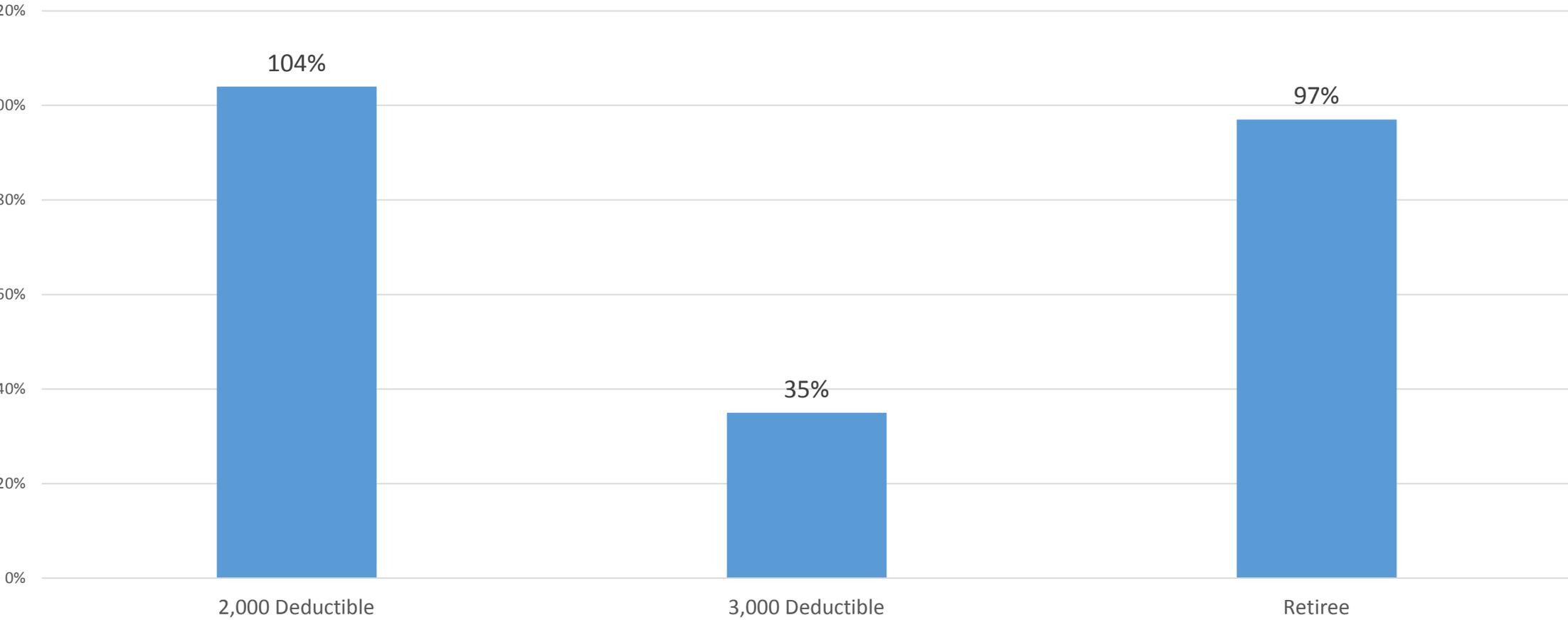
- Calendar year plan
- Two High Deductible Plans (\$4,000 or \$6,000 family deductible)
- 6.93% reduction in premiums from 2015
- Switched carrier to United Health Care
- H.S.A. contributions \$2,400 low plan \$3,600 high plan
- Offering an additional matching contribution (\$300 low \$400 high)
- Total cost \$3,705,267



## Net Utilization Ratio 4-Year



## Utilization by Plan Type 2015



## Health Insurance Cost Share Analysis

